Message Text

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ACTION NEA-10

INFO OCT-01 ISO-00 SP-02 AID-05 EB-07 NSC-05 CIEP-01

TRSE-00 SS-15 STR-04 OMB-01 CEA-01 CIAE-00 COME-00

FRB-03 INR-07 NSAE-00 USIA-06 XMB-02 OPIC-03 LAB-04

SIL-01 AGR-05 INT-05 DOTE-00 HUD-01 DODE-00 PA-01

PRS-01 FEAE-00 /091 W

----- 108232

R 031200Z NOV 75

FM AMEMBASSY JIDDA

TO SECSTATE WASHDC 2788

INFO AMEMBASSY ABU DHABI

AMEMBASSY AMMAN

AMEMBASSY DAMASCUS

AMCONSUL DHAHRAN

:AMEMBASSY DOHA 162

AMEMBASSY MANAMA

AMEMBASSY MUSCAT

AMEMBASSY KUWAIT

AMEMBASSY NEW DELHI

AMEMBASSY TEHRAN

AMCONSUL BOMBAY

AMCONSUL CALCUTTA

AMCONSUL MADRAS

LIMITED OFFICIAL USE JIDDA 7348

E.O. 11652: N/A

TAGS: BEXP, USINJC, US, IN, SA

SUBJECT: U.S.-INDIAN COMMERCIAL COOPERATION IN THIRD COUNTRIES

REF: STATE 258967

1. JUSTIFIED OR NOT, INDIAN SCIEFTIFIC AND TECHNICAL EXPERTISE HELD IN LOW ESTEEM BY SAUDI OFFICIALS. IN LIMITED OFFICIAL USE

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THREE RECENT TENDERS FOR CONSTRUCTON OR ROADS AND WATER

CONTROL PROJECT INDIAN BIDS, THOUGH LOWEST, WERE REJECTED OUT OF HAND BY SAG. IN ONE CASE INDIAN BID WAS ONE-HALF THE COST OF THE BID MADE BY WINNER OF TENDER.

- 2. WE ARE NOT SANGUINE ON EQUALITY OF COOPERATION INDIANS HERE BUT HAVE SET UP MEETING WITH INDIAN COMMERCIAL SECRETARY TO DISCUSS AREAS WHERE THERE MAY BE MUTUAL BENEFIT. AT THE PRESENT TIME WE ESTIMATE THAT U.S. FIRMS WHICH DO WIN LARGE LABOR INTENSIVE PROJECTS CAN POSSIBLY USE SOME INDIAN ADMINISTRATIVE OFFICE WORKERS. WE ESTIMATE THE SAUDIS WOULD HAVE RESERVATIONS ABOUT A LARGE INFLUX OF INDIAN SKILLED AND UNSKILLED CONSTRUCTIONWORKERS.
- 3. IT IS OF INTEREST TO NOTE THAT KOREAN, CHINESE, MALAYAN AND SWEDISH COMMERCAIL ATTACHE'S HERE HAVE INDICATED INTEREST IN PIGGY-BACKING U.S. FIRMS WHICH WIN LARGE CONSTRUCTION CONTRACTS AND HAVE ASKED COMATT'S HELP. IN ALL CASES THESE HAVE BEEN ADVISED TO CONTACT U.S. FIMRS INVOLVED DIRECTLY. A KOREAN CONSTRUCTION COMPANY, BOOHEUNG, HAS BROUGHT IN A LABOR BATTALION OF 1,800 WORKERS NOW LOCATED IN THE EASTERN REGION. ITS GENERAL MANAGER, CHONG TIM KIM, HAS OFFERED TO SUPPLY WORKERS ON PROJECTS WON BY U.S. FIRMS. THE WORKERS HAVE BEEN IMPORTED UNDER THE AEGIS OF A SAUDI FIRM.
- 4. WE WILL REPORT FURTHER AFTER OUR DISCUSSION WITH INDIAN EMBASSY HERE.
 AKINS

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Message Attributes

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Disposition Date: 28 MAY 2004
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